

Message Text

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ORIGIN COME-00

INFO OCT-01 NEA-06 ISO-00 EB-07 RSC-01 /015 R

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DRAFTED BY: COM/BIC/CAGNE:CLOUSTAUNAU

APPROVED BY: EB/OCA/REP: JBRABENS

COM/BIC/CAGNE:PBHALE

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R 091938Z DEC 74

FM SECSTATE WASHDC

TO AMEMBASSY AMMAN

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E.O. 11652: N/A

TAGS: BBAK, ECRE, JO

SUBJ: PRICE INCREASES OF U.S. CONSTRUCTION EQUIPMENT

REF: AMMAN 7019

1. COMMERCE CONTACTED THREE FIRMS MENTIONED REFTEL.
ALL THREE HAVE, IN FACT, INCREASED PRICES OVER SEVERAL
MONTHS WHICH ELAPSED SINCE TIME OF ORIGINAL QUOTATION.

2. CMI CORPORATION PROVIDED QUOTATION TO CONTRACTOR
IN SEPTEMBER AND GAVE TIME LIMIT WITHIN WHICH PRICES WERE
HELD CONSTANT. CONTRACTOR FAILED TO PLACE FIRM ORDER
WITHIN LIMIT SO CMI INCREASED PRICES. THOUGH IOWA
MANUFACTURING CO. IS SELLING ITS PLANTS (NOT SCALES)
THROUGH BARTHOLOW RATHER THAN DIRECTLY TO CONTRACTOR,
PROBLEM IS SIMILAR. FIRM ORDER WAS NOT RECEIVED
WITHIN PERIOD PRICES WERE HELD FIXED.

3. J.W. BARTHOLOW MACHINERY CO.'S ORIGINAL QUOTATION OF
APPROXIMATELY DOLS 2.5 MILLION C.I.F. FOR DELIVERY IN
SECOND QUARTER 1975, HAD TO BE INCREASED BY ESTIMATED DOLS 500,000.
OVER HALF INCREASE DUE TO SKY ROCKETING FREIGHT COSTS. IF FIRM
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ORDER NOT PLACED WITHIN NEXT WEEK OR TWO, PRICE MAY GO UP AGAIN.

KISSINGER

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Message Attributes

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